

## Message Text

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PAGE 01 TEHRAN 02732 300921Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----302210Z 047230 /70

R 300850Z MAR 77  
FM AMEMBASSY TEHRAN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1824

UNCLAS TEHRAN 2732

FOR HALE BIC/CAGNE

E.O. 11652: N/A  
TAGS: BEXP IR  
SUBJ: MACHINE TOOL SOLO EXHIBITION NOVEMBER 6-10, 1977

REF STATE 060765

TC DIRECTOR HAD CONSTRUCTIVE TWO HOUR DISCUSSION MARCH 28  
WITH N.A. TALEGHANI, NEW PRESIDENT OF IIFEC, COVERING  
WIDE VARIETY OF SUBJECTS. MAADI HAS MOVED UP TO  
UNDERSECRETARY OF ECONOMIC AFFAIRS AND FINANCE FOR CUSTOMS.  
FOLLOWING POINTS RE SUBJECT SHOW:

1. HALLS 20,21,22,23 CONFIRMED IN ACCORD TERMS CITED  
REFTEL. HOWEVER, SINCE WE FORMALLY RESERVED FOUR HALLS  
ALMOST EIGHT MONTHS AGO, FAIR MANAGEMENT RELUCTANT EXTEND  
THE OPTION TO CANCEL HALL 23 IF WE FIND WE DON'T NEED IT  
ON MAY 1, 1977. THIS SUBJECT TO NEGOTIATION AT THAT TIME  
BUT IIFEC POSITION IS THAT THEY CAN RENT SPACE IF WE DON'T  
NEED IT.

2. RE STORAGE AFTER SHOW IIFEC STATES HALLS 20,21, 22, 23  
FULLY COMMITTED AFTER NOVEMBER 22 AND NO ADDITIONAL  
COVERED STORAGE SPACE AVAILABLE ANYWHERE ON FAIRGROUNDS  
INCLUDING CUSTOMS WAREHOUSE WHICH IS ALREADY FULL WITH  
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LITTLE LIKELIHOOD THIS SITUATION WILL IMPROVE IN NEAR  
FUTURE. IN VIEW EXTREMELY LIMITED STORAGE AREAS  
AVAILABLE IN TEHRAN POST FINDS THIS REACTION FROM  
IIFEC NOT UNREASONABLE. TWO ALTERNATIVES EXIST. ONE,  
OUTSIDE STORAGE ON FAIRGROUNDS WITH MAKESHIFT TARP  
COVERS OR RENTED CONTAINERS OR, TWO, TRANSFER  
EQUIPMENT TO PUBLIC WAREHOUSING AUTHORITY AT WEST CUSTOMS.

SECOND OPTION WOULD NOT OFFICIALLY ALLOW INTERESTED BUYERS  
TO OPEN CRATES TO INSPECT EQUIPMENT. COST ESTIMATES FOLLOW.

3. ALL THE ABOVE BASED ON TALEGHANI POSITION TODAY  
WHICH MAY WELL CHANGE OR BE SUBJECT FURTHER NEGOTIATION  
AT LATER DATE. FYI TALEGHANI, UNLIKE HIS PREDECESSOR,  
GAVE EVERY INDICATION OF WANTING TO FULLY COOPERATE BUT  
HE HAS OBVIOUSLY MADE EARLY DECISION MAKE MAJOR EFFORT  
CLEAN UP SEVERAL YEARS BACKLOG OF EQUIPMENT, JUNK, ETC.  
NOW ABANDONED IN HALLS THROUGHOUT FAIRGROUNDS. TO  
ACCOMPLISH THIS HE UNDERSTANDABLY HAS CLAMPED DOWN ON  
REQUESTS TO USE FAIRGROUNDS AS CONVENIENT STORAGE SITE.

4. FREIGHT FORWARDERS DO NOT MAINTAIN PERMANENT OFFICES  
AT FAIRGROUNDS BUT OPEN TEMPORARY FACILITIES DURING SHOW.  
SCHENKER, DANZAS AND TRANSCO ALL CONSIDERED QUALIFIED  
BIDDERS FOR CONTRACT AND COULD OPEN OFFICE ON SITE.

5. DETAILED SITE SURVEY ESSENTIALLY IN ACCORD EARLIER  
FINDINGS BUT ARCHITECTURAL DRAWING IN TRADE CENTER FILES  
INCLUDED NUMEROUS ERRORS INCLUDING MISPLACED WALLS AND  
FREIGHT ACCESS DOORS. CORRECTED DRAWING AIRMAILED TO  
CAGNE TODAY.

6. POST RECOGNIZES AND WELCOMES MAJOR EFFORT COMMERCE  
AND NMTBA HAVE COMMITTED TO THIS LARGEST EVER  
PROMOTION IN IRAN. AS REPORTED SEPARATELY, MUCH EQUIPMENT  
FROM SAHO AND EARLIER EXHIBITIONS HAS NEVER BEEN  
SATISFACTORILY CLEARED. NEW ATTITUDE IIFEC RE THIS  
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SITUATION MANDATES THAT EXPERIENCED EXHIBIT  
TEAM REMAIN HERE SUFFICIENTLY LONG AFTER SHOW CLOSES TO  
ENSURE SATISFACTORY RESOLUTION FREIGHT AND STORAGE  
PROBLEMS DETAILED ABOVE.  
MIKLOS

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## Message Attributes

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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**TAGS:** BEXP, IR  
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**Review Markings:**  
Margaret P. Grafeld  
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